

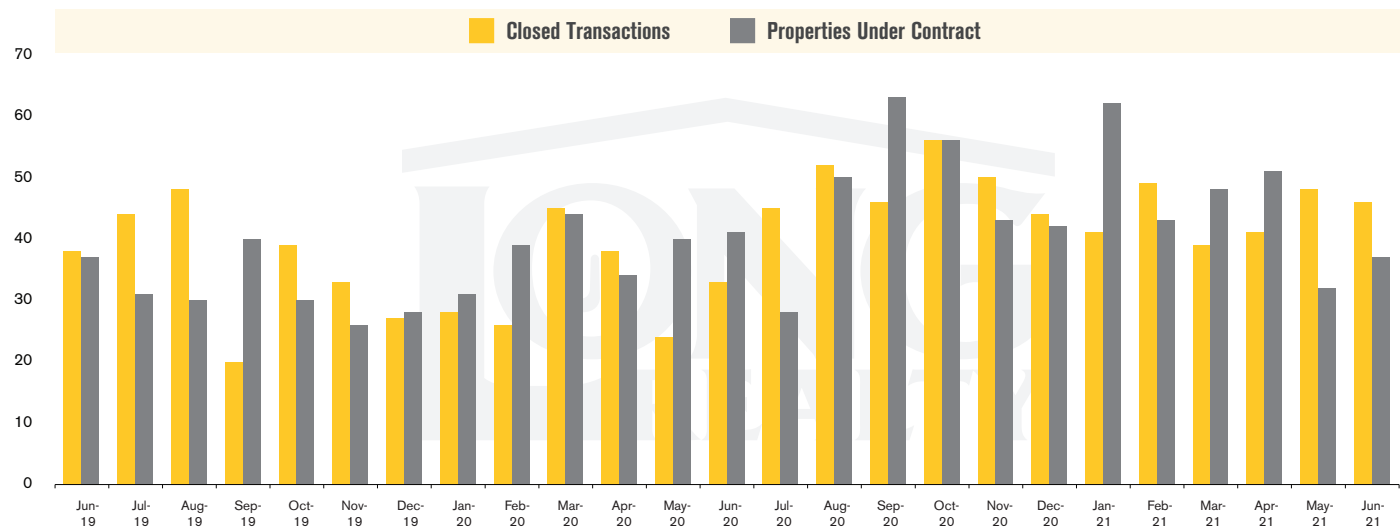
# THE HOUSING REPORT

RANCHO VISTOSO | JULY 2021

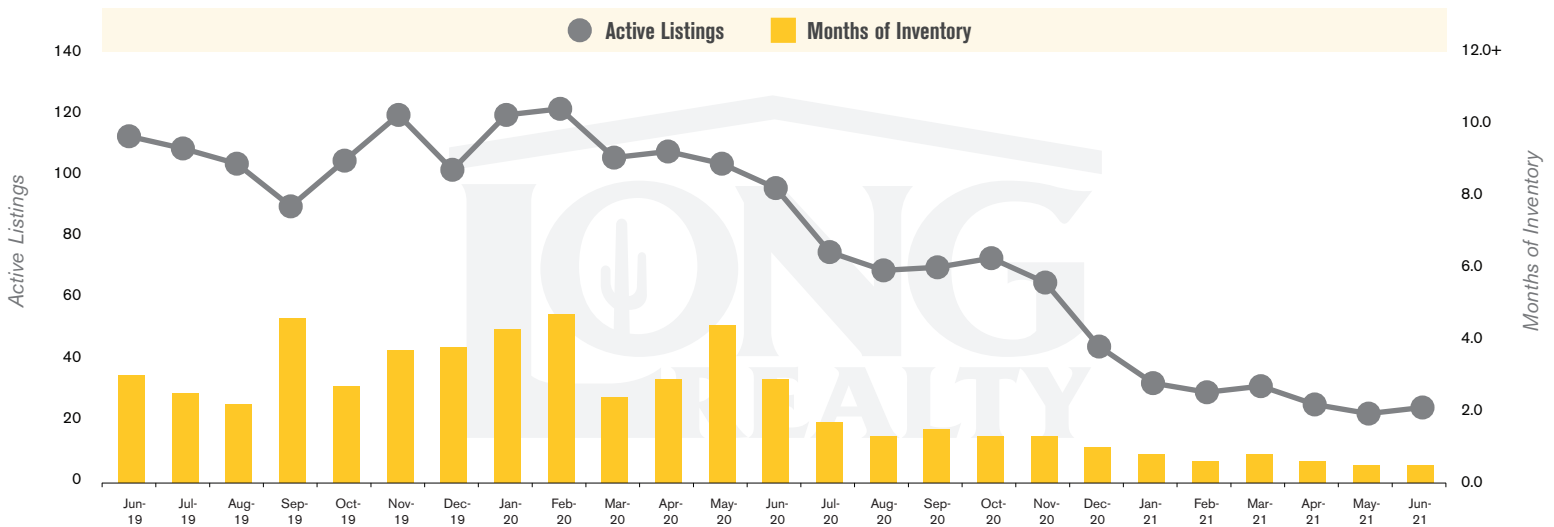


In the Rancho Vistoso area, June 2021 active inventory was 25, a 74% decrease from June 2020. There were 46 closings in June 2021, a 39% increase from June 2020. Year-to-date 2021 there were 264 closings, a 36% increase from year-to-date 2020. Months of Inventory was 0.5, down from 2.9 in June 2020. Median price of sold homes was \$433,859 for the month of June 2021, up 3% from June 2020. The Rancho Vistoso area had 37 new properties under contract in June 2021, down 10% from June 2020.

## CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT RANCHO VISTOSO



## ACTIVE LISTINGS AND MONTHS OF INVENTORY RANCHO VISTOSO



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Long Realty Company

Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.  
All data obtained 07/07/2021 is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | JULY 2021



## MEDIAN SOLD PRICE

RANCHO VISTOSO

**On average, homes sold this % of original list price.**

Jun 2020	Jun 2021
<b>97.4%</b>	<b>100.2%</b>

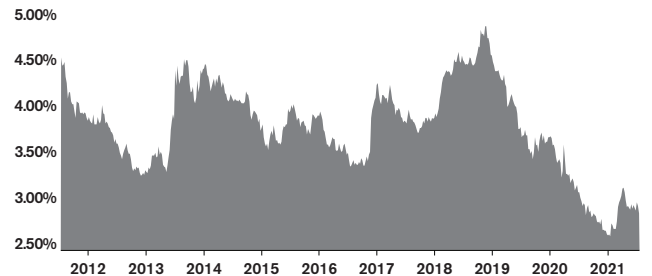


## MONTHLY PAYMENT ON A MEDIAN PRICED HOME RANCHO VISTOSO

Year	Median Price	Int. Rate	MO. Payment
2006	\$375,000	6.140%	\$2,168.07
2020	\$422,162	3.160%	\$1,725.66
2021	\$433,859	2.980%	\$1,733.27

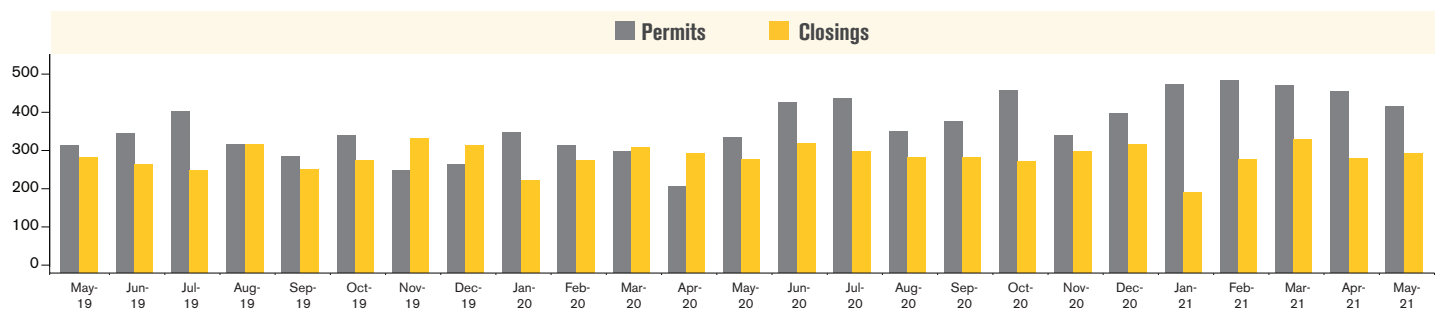
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

## 30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

## NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For May 2021, new home permits were **up 23%** and new home closings were **up 5%** from May 2020.

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# THE HOUSING REPORT

RANCHO VISTOSO | JULY 2021



## MARKET CONDITIONS BY PRICE BAND RANCHO VISTOSO

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$100,000 - 124,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$125,000 - 149,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$150,000 - 174,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$175,000 - 199,999	0	1	0	0	0	0	0	n/a	n/a	n/a
\$200,000 - 224,999	0	1	0	0	2	0	1	0.0	0.0	<b>Seller</b>
\$225,000 - 249,999	0	5	3	0	1	3	2	0.0	0.0	<b>Seller</b>
\$250,000 - 274,999	0	2	3	1	1	2	1	0.0	0.0	<b>Seller</b>
\$275,000 - 299,999	0	5	4	0	1	2	1	0.0	0.3	<b>Seller</b>
\$300,000 - 349,999	3	7	9	8	5	6	6	0.5	0.3	<b>Seller</b>
\$350,000 - 399,999	2	7	4	7	6	5	7	0.3	0.3	<b>Seller</b>
\$400,000 - 499,999	4	4	7	5	10	10	15	0.3	0.5	<b>Seller</b>
\$500,000 - 599,999	4	1	4	3	6	3	3	1.3	1.4	<b>Seller</b>
\$600,000 - 699,999	5	2	5	2	2	3	2	2.5	0.9	<b>Seller</b>
\$700,000 - 799,999	2	1	2	3	1	4	0	n/a	0.4	<b>Seller</b>
\$800,000 - 899,999	0	0	2	0	2	1	2	0.0	0.2	<b>Seller</b>
\$900,000 - 999,999	0	0	0	2	0	1	2	0.0	1.7	<b>Seller</b>
\$1,000,000 - and over	5	5	6	8	4	8	4	1.3	1.6	<b>Seller</b>
<b>TOTAL</b>	<b>25</b>	<b>41</b>	<b>49</b>	<b>39</b>	<b>41</b>	<b>48</b>	<b>46</b>	<b>0.5</b>	<b>0.5</b>	<b>Seller</b>



**Seller's Market**



**Slight Seller's Market**



**Balanced Market**



**Slight Buyer's Market**



**Buyer's Market**



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 07/07/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2021-06/30/2021. Information is believed to be reliable, but not guaranteed.

# THE HOUSING REPORT

RANCHO VISTOSO | JULY 2021



## MARKET SHARE RANCHO VISTOSO

**Long Realty leads the market in successful real estate sales.**

Data Obtained 07/07/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 07/01/2020 – 06/30/2021 rounded to the nearest tenth of one percent and deemed to be correct.

### LONG REALTY COMPANY

37.1%

Coldwell Banker Residential Brokerage 7.7%

Tierra Antigua Realty 7.4%

Russ Lyon Sothebys International 6.1%

Realty Executives Arizona Territory 5.7%

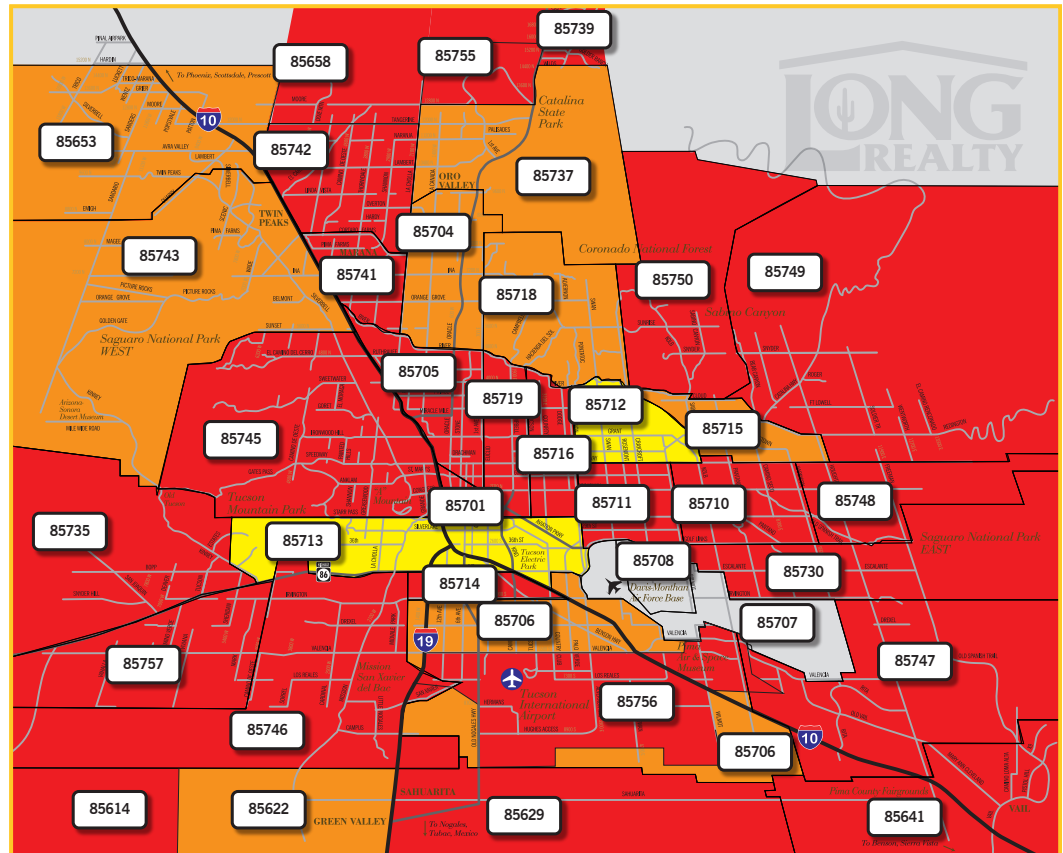
Keller Williams Southern Arizona 5.1%

## CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

APR 2020-JUN 2020 TO  
APR 2021-JUN 2021

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

### Percentage of Change



**PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.**



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*This heat map represents the percentage of change in Tucson metro median sales prices from April 2020-June 2020 to April 2021-June 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/07/2021. Information is believed to be reliable, but not guaranteed.*